

## Message Text

LIMITED OFFICIAL USE

PAGE 01 NAIROB 03845 251325Z

ACTION EB-08

INFO OCT-01 AF-08 ISO-00 CIAE-00 COME-00 DODE-00  
DOTE-00 FMC-01 INR-07 NSAE-00 SAL-01 CG-00  
DLOS-06 OES-06 EUR-12 TRSE-00 AGRE-00 L-03 /053 W  
-----260301Z 101551 /72-61

R 251230Z MAR 77

FM AMEMBASSY NAIROBI  
TO SECSTATE WASHDC 7056  
INFO AMEMBASSY DAR ES SALAAM

LIMITED OFFICIAL USE NAIROBI 3845

E. O. 11652: N/A  
TAGS: EWWT, KE  
SUBJ: SOVIET SHIPPING PRESENCE IN EAST AFRICA

REF: STATE 63826, 76 NAIROBI A-97

1. FOLLOWING INFORMATION WAS OBTAINED FROM VARIOUS SOURCES  
IN RESPONSE TO STATE 63826. BESTA LINE UNDERCUTS EUROPEAN  
CONFERENCE RATES TO/FROM MOMBASA AN AVERAGE 30-40 PERCENT.  
FOR EXAMPLE, THE CONFERENCE RATE TO NORTH EUROPEAN PORTS FOR  
COFFEE IS 136 DLRS PER TON. BESTA'S COFFEE RATE IS 74 DLRS  
PER TON. ISRAEL'S ZIM LINE, ANOTHER NON-CONFERENCE COMPETITOR,  
WILL ONLY UNDERCUT CONFERENCE RATES ABOUT 10 PERCENT. IT IS  
DIFFICULT TO EVALUATE NON-PRICE COMPETITION BECAUSE EVEN  
CONFERENCE MEMBERS OFFER VARYING CREDIT TERMS, STORAGE ARRANGE-  
MENTS, ETC. A SIGNIFICANT RECENT INCREASE HAS BEEN NOTED IN  
THE VOLUME OF INBOUND TRAFFIC ON BESTA SHIPS, ALTHOUGH THE  
NUMBER OF SHIPS CALLING HAS REMAINED LEVEL AT ABOUT 3 PER  
MONTH. NO CORRESPONDING INCREASE IN OUTBOUND TRAFFIC HAS  
BEEN NOTED. IT IS RUMORED THAT BESTA WILL ESTABLISH SERVICE  
BETWEEN EAST AFRICA AND THE U.S., BUT POST KNOWS OF NOTHING  
TO CONFIRM THIS. SOVINLOT STARTED A SHIPPING LINE IN MOMBASA  
IN OCTOBER 1975 UNDER NAME BESTA LINE. LOCAL AGENT IS BOS

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PAGE 02 NAIROB 03845 251325Z

SHIPPING (EAST AFRICA) LTD., P.O. BOX 99556, TEL: 313776/7,  
TELEX: 21222, ZANZIBAR RD, MOMBASA. MANAGER IS ENGLISHMAN  
NAMED TOM MILLER.

2. POLISH OCEAN LINES AND THE EAST GERMAN LINE, VEB DEUT-  
FRACHT SEEREEDEREI ROSTOCK, ARE CONFERENCE MEMBERS GENERALLY  
REPORTED TO BE OPERATING IN ACCORDANCE WITH CONFERENCE RULES.

POLISH AGENT IS DODWELL & CO (EA) LTD, HEAD OFFICE - UNIVERSITY WAY, P. O. BOX 30087, NAIROBI. EAST GERMAN AGENT IS E.A. COMMERCIAL & SHIPPING CO LTD, P.O. BOX 95103, KILINDINI RD, MOMBASA.

DECON 1/1/78.  
MARSHALL

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** STEAMSHIP LINES, SHIP MOVEMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 25-Mar-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977NAIROB03845  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770103-0997  
**Format:** TEL  
**From:** NAIROBI  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770322/aaaaasoo.tel  
**Line Count:** 69  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** fe38d0b1-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 63826, 76 NAIROBI A-97  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 04-Feb-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2997164  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SOVIET SHIPPING PRESENCE IN EAST AFRICA  
**TAGS:** EWWT, KE, XW, UR, BESTA LINES  
**To:** STATE  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/fe38d0b1-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009